

Message Text

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PAGE 01 ZAGREB 00229 151909Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 PASS-00 /021 W
-----160657Z 044092 /11

R 151438Z MAR 77
FM AMCONSUL ZAGREB
TO SECSTATE WASHDC 4357
INFO AMEMBASSY BELGRADE
USDOC WASHDC

UNCLAS ZAGREB 229

E.O. 11652: N/A
TAGS: BEXP, YO
SUBJECT: MAJOR PROJECTS: VARTEKS POLYESTER PLANT

TO: MR. H. MAX DEAL
COULIGNY COMPANY
POST OFFICE BOX 101588
CHARLOTTE, NORTH CAROLINA 28237

TELEX: 572-370

1. ON MARCH 9, AN OFFICER FROM THE COMMERCIAL SECTION OF THE CONSULATE GENERAL MET WITH OFFICIALS OF THE YUGOSLAV FIRM VARTEKS AND DISCUSSED THE POLYESTER PLANT WHICH THEY ARE PLANNING TO BUILD. VARTEKS DIRECTOR FOR DEVELOPMENT SIMUNIC SAID THAT BOULIGNY IS THE ONLY AMERICAN BIDDER AMONG TEN COMPETITORS WITH A CHANCE TO WIN THE CONTRACT. SIMUNIC SAID THAT BOULIGNY'S BID WAS "VERY FAVORABLE" AS FAR AS PRICE AND QUALITY OF THE EQUIPMENT OFFERED. HE DID EXPRESS SOME CONCERN ABOUT BOULIGNY'S ABILITY TO OFFER VARTEKS THE TECHNICAL ASSISTANCE NEEDED TO SET UP THE PLANT AND RUN IT IN THE EARLY STAGES.

2. IN A SEPARATE MEETING, VARTEKS GENERAL MANAGER SEBALJ WAS MORE PESSIMISTIC ABOUT BOULIGNY'S CHANCES. SEBALJ SAID THAT VARTEKS WOULD PROBABLY CHOOSE A EUROPEAN FIRM BECAUSE THEY ARE MORE
UNCLASSIFIED

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PAGE 02 ZAGREB 00229 151909Z

FAMILIAR WITH EUROPEAN FIRMS AND THERE WOULD BE NO PROBLEM WITH DISTANCE. HE SAID, HOWEVER, THAT NO FINAL DECISION HAS YET BEEN REACHED.

3. SIMUNIC SAID THAT VARTEKS WOULD BE CONTACTING YOUR FIRM WITHIN TWO WEEKS TO DISCUSS DETAILS OF YOUR PROPOSAL. BASED ON THE ABOVE INFORMATION, YOU MAY WISH TO EMPHASIZE, IN YOUR CONTACTS

WITH VARTEKS, BOULIGNY'S ABILITY TO PROVIDE COMPLETE PLANT
PACKAGE AND BOULIGNY'S INTERNATIONAL EXPERIENCE.

4. IF WE CAN BE OF ANY ASSISTANCE TO YOU, PLEASE CONTACT US.

REGARDS

ROBERT BRADTKE
AMERICAN CONSULATE GENERAL
ZAGREB, YUGOSLAVIA

KAISER

NOTE BY OC/T: PASSED ABOVE ADDRESSEE.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Control Number: n/a
Copy: SINGLE
Sent Date: 15-Mar-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
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Executive Order: N/A
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From: ZAGREB
Handling Restrictions: n/a
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3098499
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECTS: VARTEKS POLYESTER PLANT TO: MR. H. MAX DEAL COULIGNY COMPANY
TAGS: BEXP, YO
To: STATE
Type: TE
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